

## Message Text

UNCLASSIFIED

PAGE 01 HELSIN 00278 270059Z  
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 W  
-----041277 270721Z /21

R 261150Z JAN 78  
FM AMEMBASSY HELSINKI  
TO SECSTATE WASHDC 2314  
INFO AMEMBASSY STOCKHOLM  
AMEMBASSY OSLO  
AMEMBASSY COPENHAGEN

UNCLAS HELSINKI 0278

FOR COMMERCE WILLIAM DONAHOE BED/OED/EID

E.O. 11652: N/A  
TAGS: BEXP, FI  
SUBJECT: REPORT ON THE STATUS OF PLANS FOR DEVELOPING THE PROPOSED  
EXPORTER/AGENT INFORMATION SYSTEM (E/AIS)

REF: A-4335 10/28/77, A-0085 1/9/78

1. THE FOLLOWING ANSWERS RESPOND TO THE QUESTIONS POSED IN  
STATE'S A-4335.

2. QUESTIONS 1 AND 2: THE PROPOSED EXPORTER/AGENT INFORMATION  
SYSTEM (E/AIS) OFFERS USEFUL NEW DIMENSIONS TO OUR  
CURRENT CAPABILITY IN RESPONDING TO LOCAL TRADE INQUIRIES.  
CURRENT SPACE LIMITATIONS, HOWEVER, MAKE IT DIFFICULT TO  
ALLOCATE AN AREA ADEQUATE FOR THE EFFECTIVE USE AND SUPER-  
VISION OF THE PROPOSED SYSTEM. CURRENT PLANS CALL FOR  
THE CONSTRUCTION OF AN ADDITIONAL EMBASSY BUILDING.  
COMPLETION IS SCHEDULED FOR 1980. THUS WE RECOMMEND  
THAT HELSINKI BE PASSED OVER IN THE FIRST ALLOCATION  
OF THE PROPOSED E/AIS, BUT THIS POST BE RECONSIDERED  
FOR INCLUSION IN THE PROGRAM FOLLOWING COMPLETION OF  
ADDITIONAL FACILITIES. QUESTION 3: THE EMBASSY IS  
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LOCATED WITHIN A SHORT DISTANCE OF HELSINKI'S BUSINESS  
CENTER. LOCAL TAXATION AND LAND USE POLICIES, HOWEVER,  
HAVE RESULTED IN THE RELOCATION OF MANY IMPORTANT  
BUSINESS FIRMS IN THE OUTSKIRTS. LOCAL BUSINESS COMMUNITY  
WOULD HAVE FREE ACCESS TO THE AREA ASSIGNED TO THE E/AIS.  
COMMERCIAL LIBRARY USAGE IN THE LAST 12 MONTHS: A) PERSONAL  
VISITS 263; B) LETTERS 511 AND TELEPHONE INQUIRIES 3831.

QUESTION 4: WITH THE EXCEPTION OF U.S. AND INTERNATIONAL TRADE MAGAZINES, WHICH ARE WIDELY AVAILABLE AND READ HERE, THERE ARE NO KNOWN PRIVATE-SECTOR SERVICES OFFERING SIMILAR OR COMPARABLE CAPABILITY. QUESTION 5: THE UTILITY OF AN E/AIS IN AN ADJACENT OR NEARBY COUNTRY WOULD HAVE VERY LIMITED UTILITY IN SERVING THE FINNISH BUSINESS COMMUNITY. QUESTION 6: REGULARLY UPDATED PUBLICATIONS OF THE INDEXES OF VENDORS AND THE INDEX OF PRODUCTS WOULD BE OF INTEREST TO US SINCE THEY WOULD CONTAIN INFORMATION ON FIRMS EXPRESSING A CONCRETE INTEREST IN EXPORT BUSINESS. IN THE EVENT AN E/AIS UNIT IS LOCATED IN A NEIGHBORING OR NEARBY COUNTRY, THESE UPDATED PUBLICATIONS ALSO WOULD ALLOW US TO TEST THE UTILITY OF THE SYSTEM IN ANSWERING FINNISH BUSINESS NEEDS.  
RIDGWAY

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## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Draft Date:** 26 jan 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Enclosure:** n/a  
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**Expiration:**  
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**Subject:** REPORT ON THE STATUS OF PLANS FOR DEVELOPING THE PROPOSED EXPORTER/AGENT INFORMATION SYSTEM (E/AIS)  
**TAGS:** BEXP, FI  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014